

27th Annual Economic Roundtable

What Opportunities Are There in 2011?

Local Real Estate Market Outlook for 2011

Mark Marquez, 2010 President

2010 Sold Listings

Total Year-to-Date Sold Listings Comparing 2010 to 2009

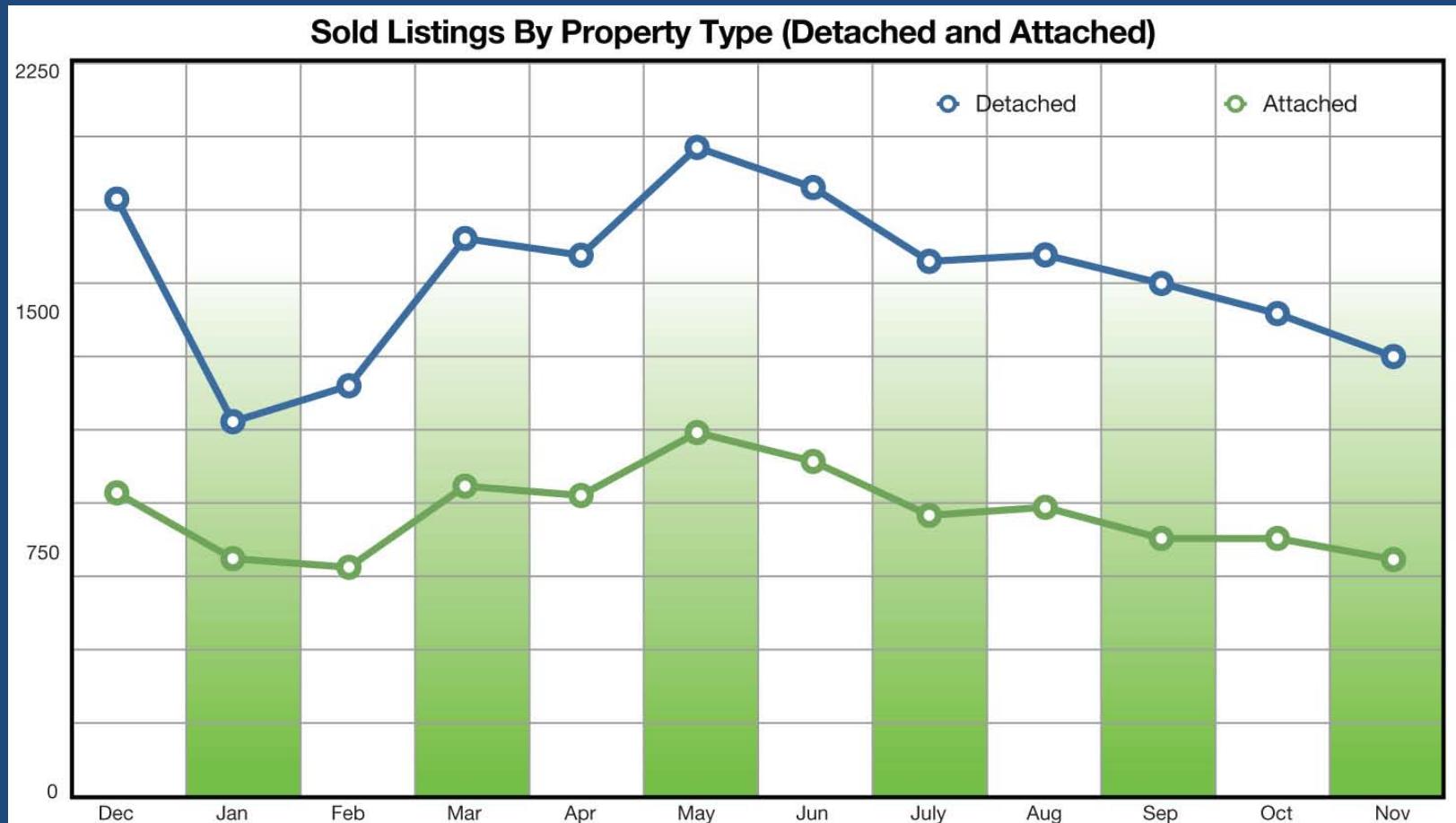
Detached: 7.3 percent decrease

2010 = 18,959 2009 = 20,457

Attached: 4.0 percent decrease

2010 = 10,436 2009 = 10,874

- Sold Listings Continue to Decline
- Sales peaked in May/June as a result of Tax Credit deadline
- Fall & holiday season often slower



Median Sales Prices

Year-to-Date Median Sales Price Comparing 2010 to 2009

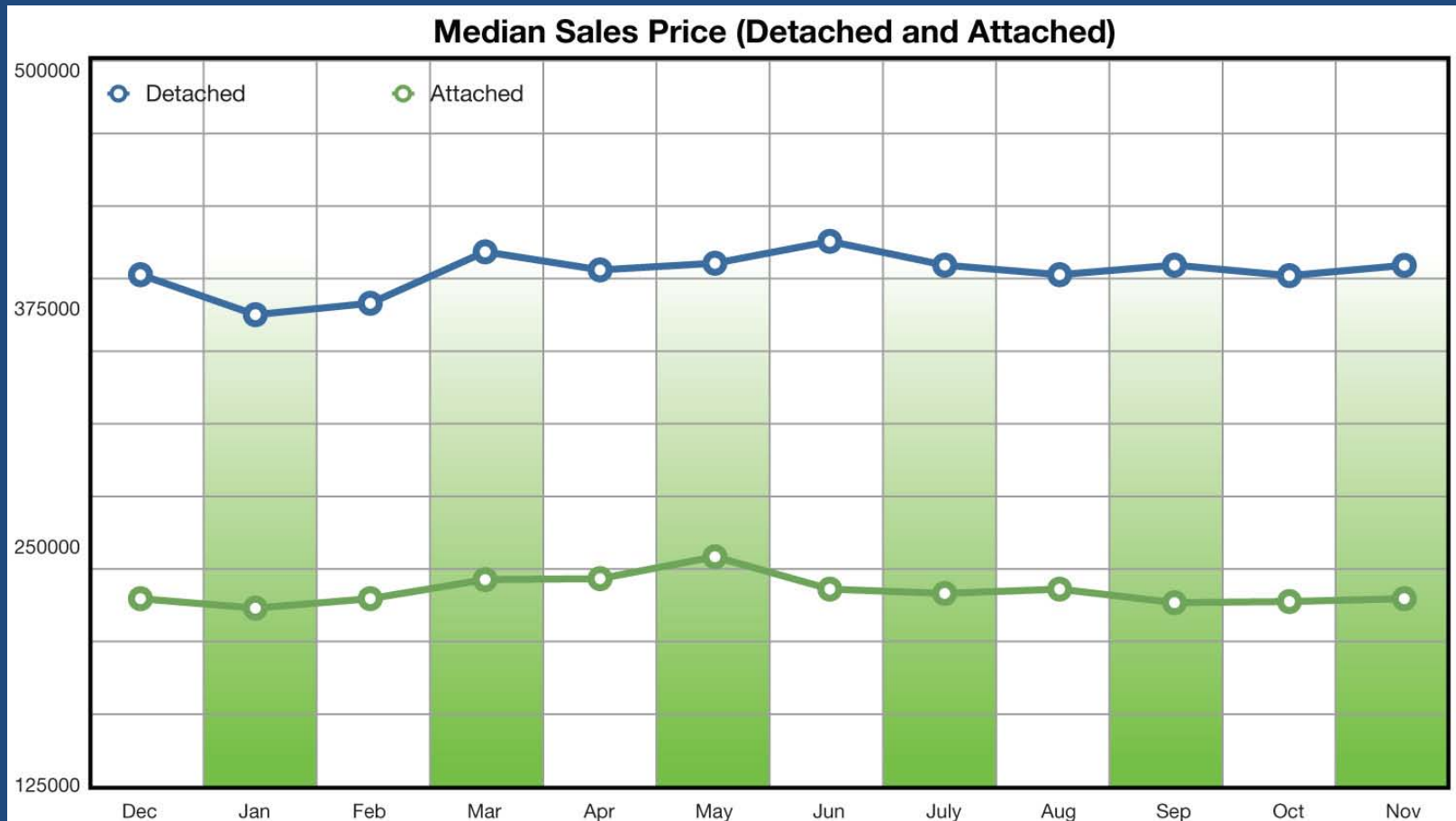
Detached: 9.4 percent increase

2010 = \$385,000 2009 = \$352,000

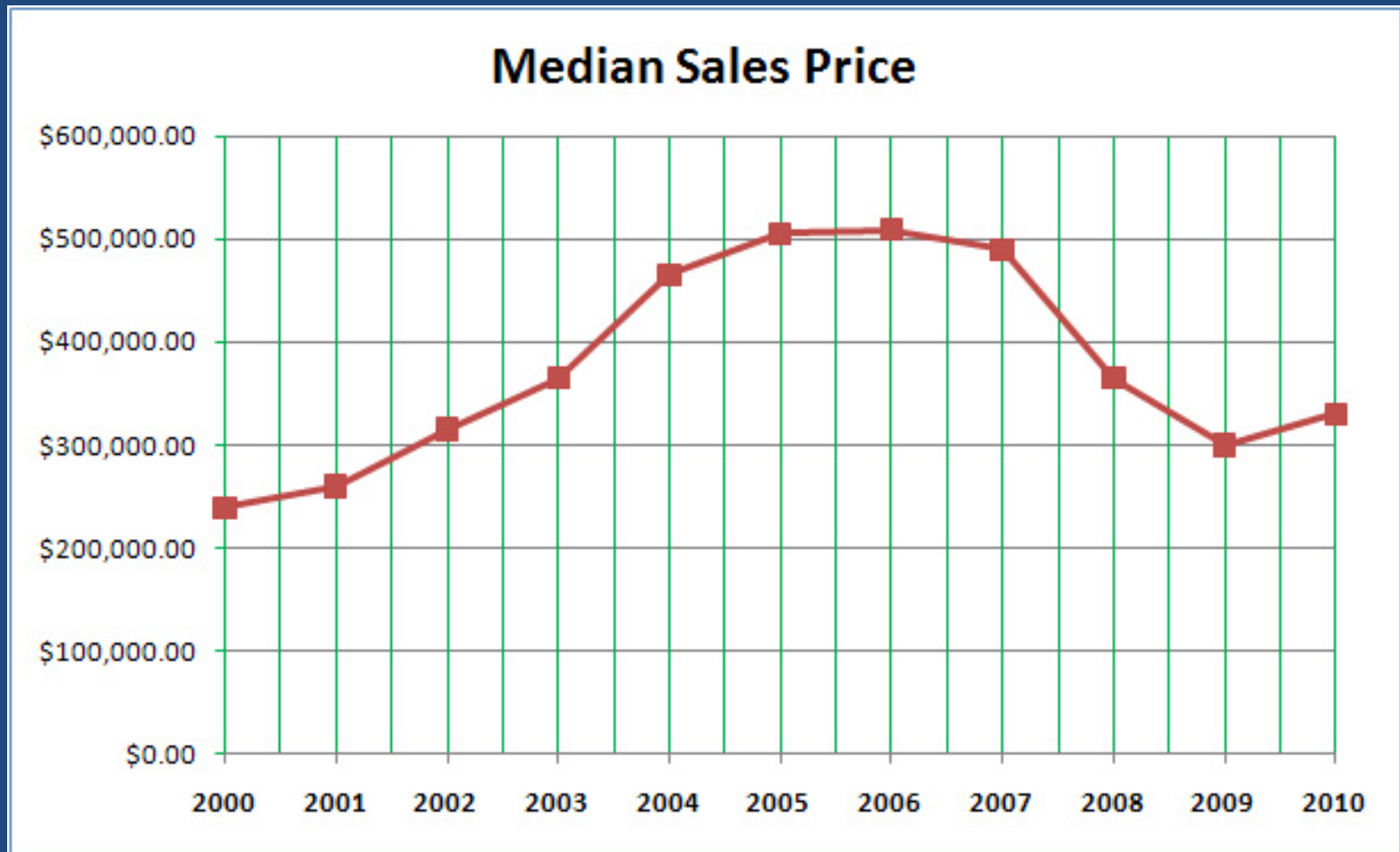
Attached: 7.3 percent increase

2010 = \$220,000 2009 = \$205,000

- Median sales price remain steady in 2010
 - Higher than that of 2009
- One of the first signs of local market recovery

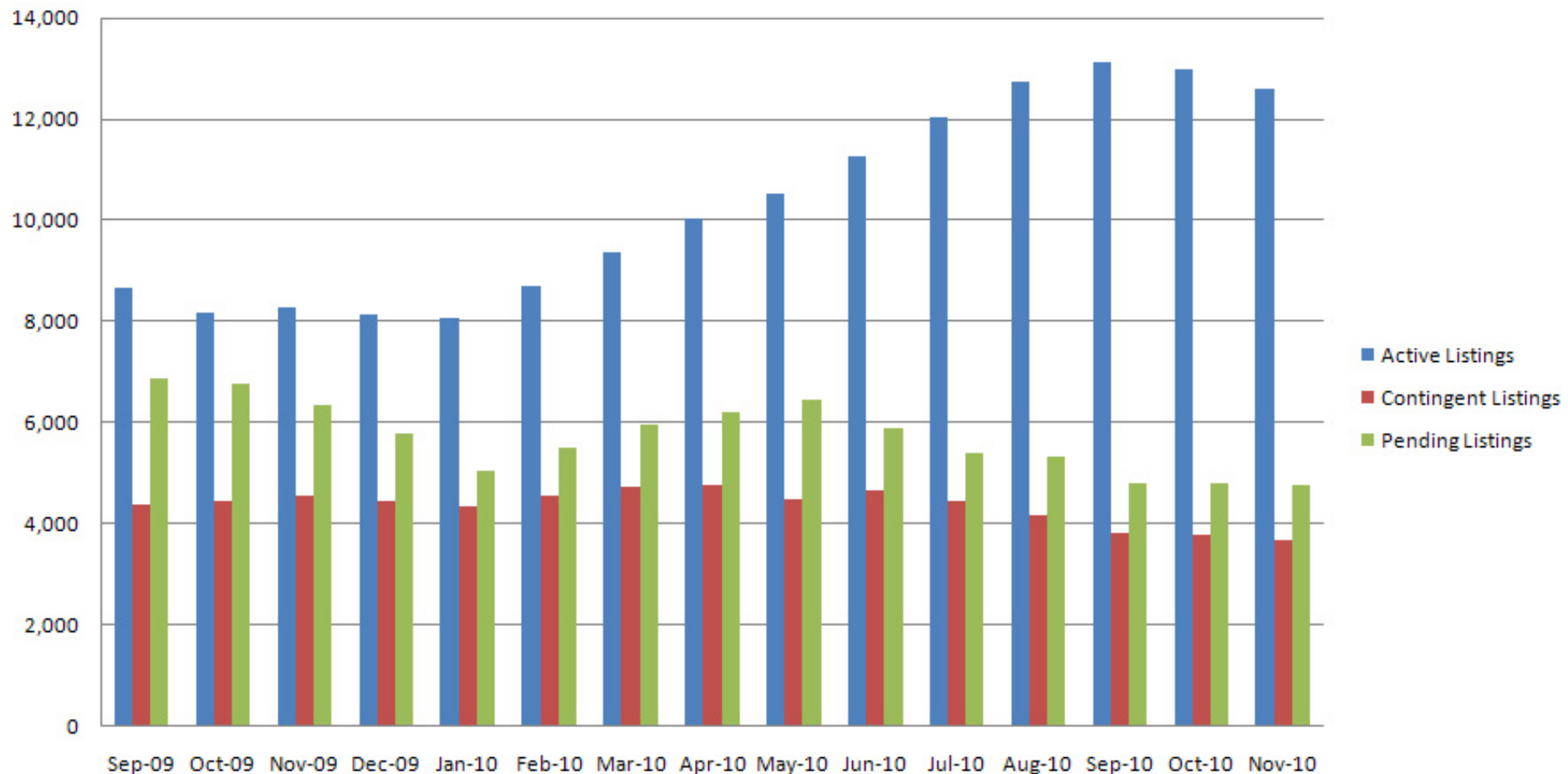


- Over the last decade prices rose in line with demand.



Active & Pending Listings

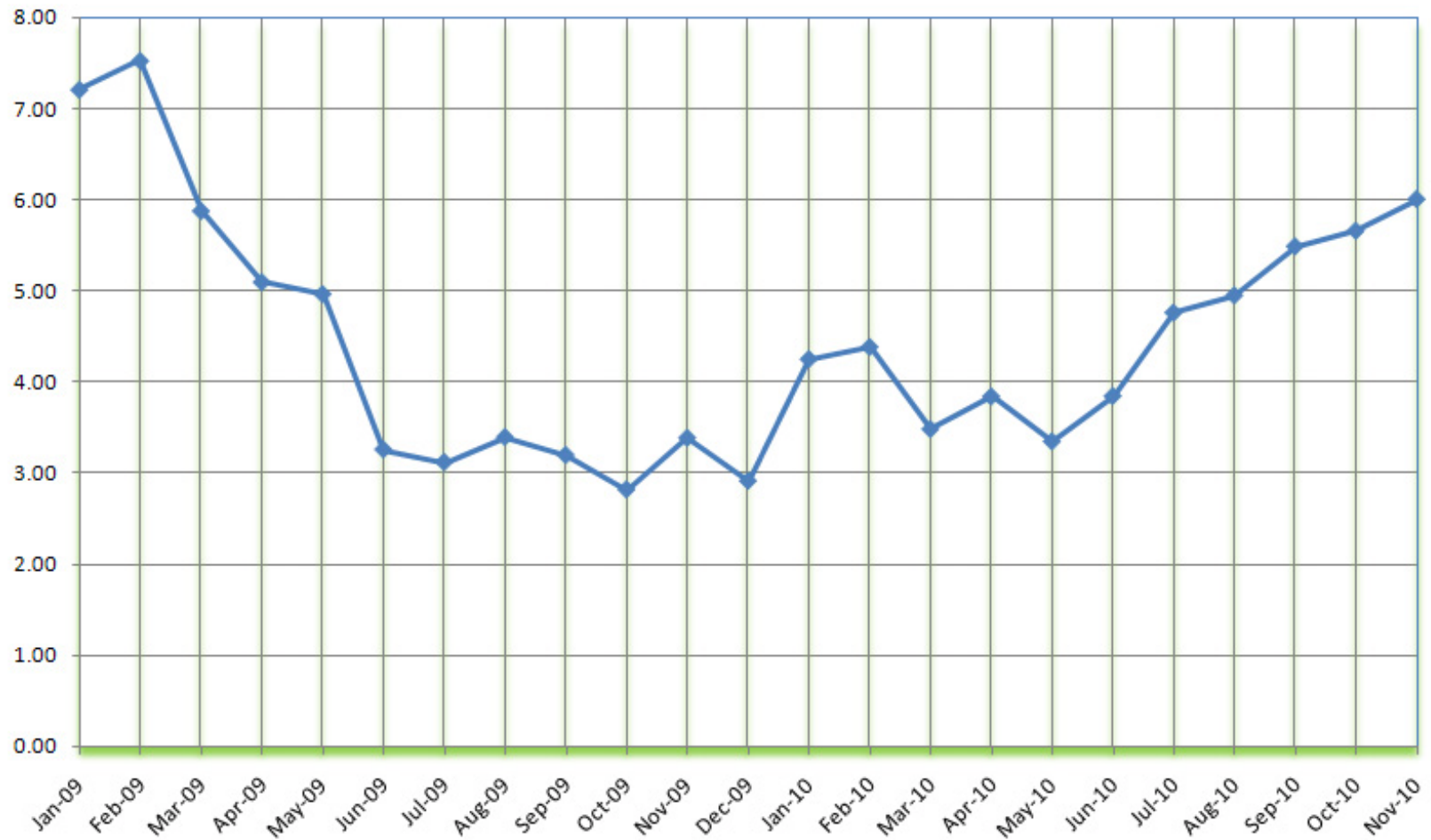
Active , Contingent & Pending Listings



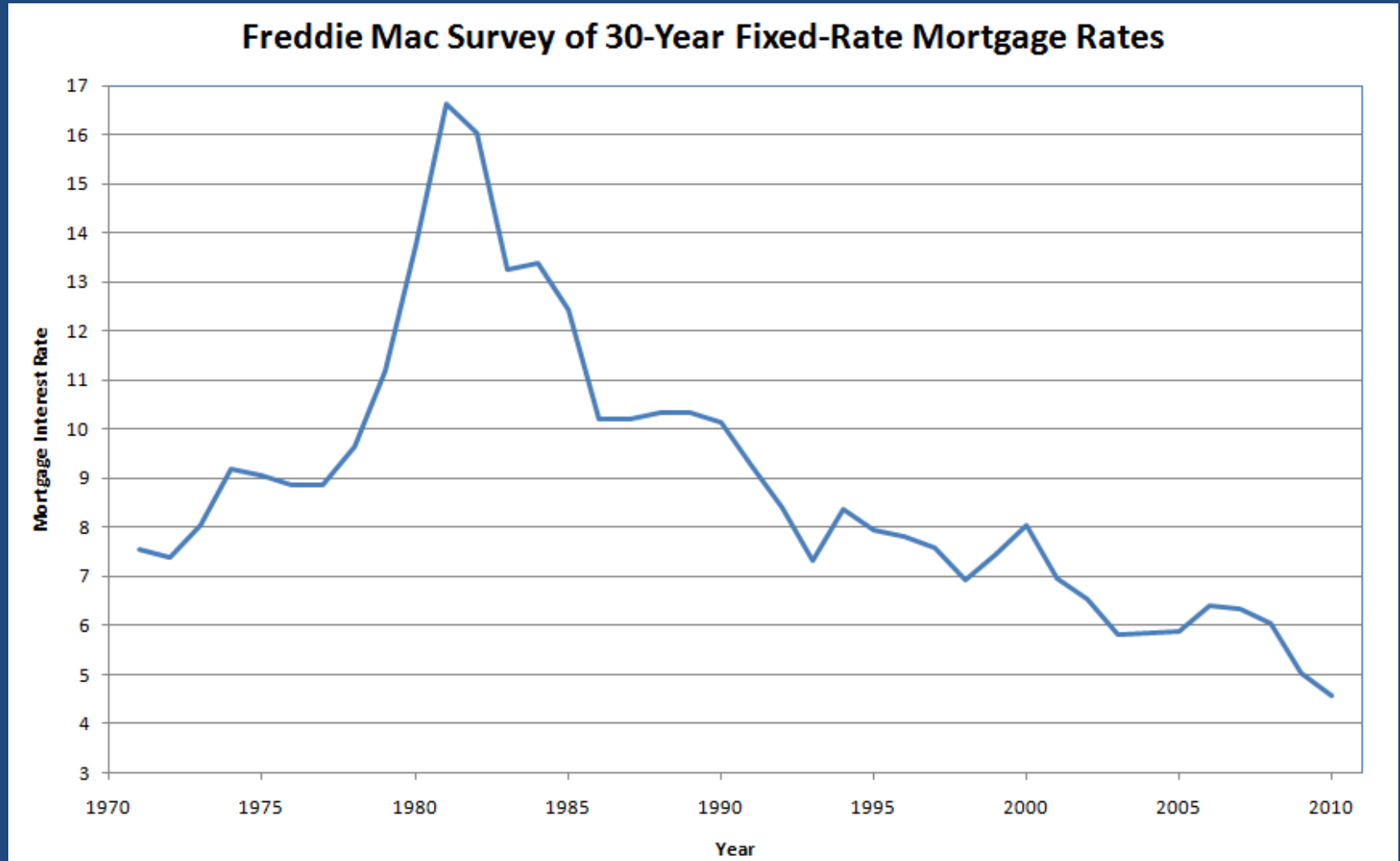
- The number of Active listings in the MLS have risen in pace with slower sales.
- September posted the most active listings this year.
- Pending and contingent listing have not changed much since September.
- Distressed properties on market not increasing.

Available Inventory

Estimated Months of Available Inventory



Interest Rates



As of 12/16/2010

- 30-year Fixed * = 4.83 %

- 15-year Fixed * = 4.17 %

** Conforming, Expanded Conforming, and Jumbo Rates.*

- Rates hit a 40-year low of 4.17% (30-yr) in November 2010
- 15-year reached low of 3.57% in November (15-yr)
- Expect interest rates to be in the 5% range by early to mid-2011

2011 California Housing Market Outlook

	2005	2006	2007	2008	2009	2010f	2010p	2011f
SFH Resales (000s)	625.0	477.5	346.9	439.8	546.5	527.5	492.0	502.0
% Change	0.00%	-23.6%	-27.3%	26.8%	24.3%	-2.3%	-10.0%	2.0%
Median Price (\$000s)	\$522.7	\$556.4	\$560.3	\$346.4	\$275.0	\$280.0	\$306.5	\$312.5
% Change	16.0%	6.5%	0.7%	-38.2%	-20.6%	3.3%	11.5%	2.0%

Source: California Association of REALTORS®

Predictions

- Sales will continue to struggle some as rates increase and consumer confidence remains low
- Spring should show some signs of recovery as the busiest buying season
- Federal economic policies could impact buying (i.e. MID)